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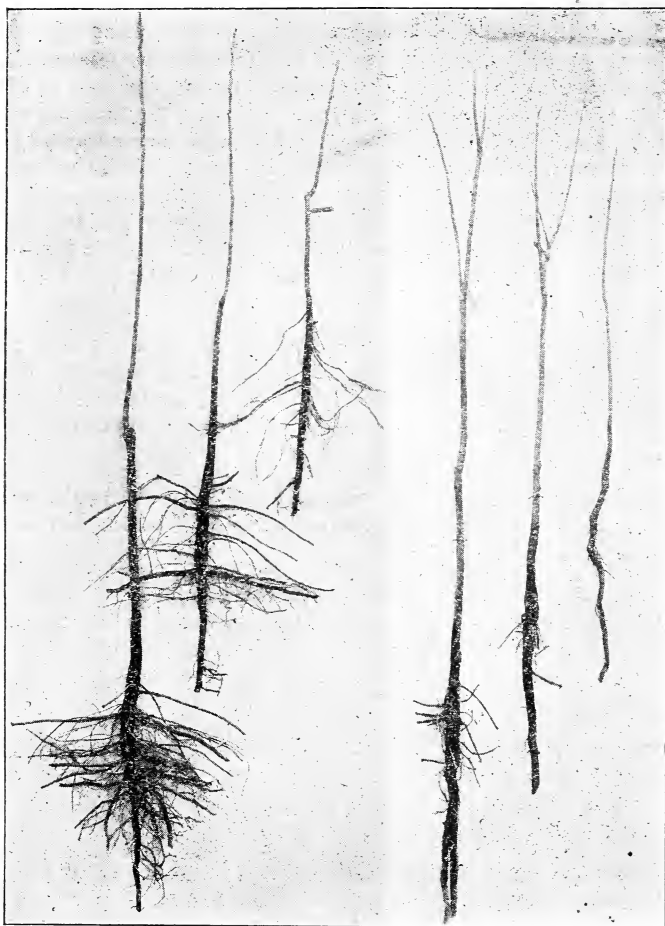
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TEXAS PECAN NURSERY

R. W. FAIR, Manager

ARP, TEXAS

(Smith County)



The Root System

We Grow

The Kind of Roots

Others Grow

90 TO 100 PER CENT OF OUR TREES LIVE AND GROW OFF NICELY

SEE PRICE LIST

We are Members of the National Nut Growers Association, Texas Pecan Growers Association, Southwestern Nurseryman's Association and East Texas Chamber of Commerce

A 400% INCREASE IN OUR BUSINESS

On Account of the Wonderful Root System that we are Growing on Our Pecan Trees and Honest Treatment that We are Giving Our Customers, Our Business Has Increased Over 400%

We have customers, who, in order to get our trees place their orders 12 months in advance, and in order to take care of the **rapidly increasing demand** for our trees we have increased the size of our nursery from 400 to 500%. At one time we would plant 3 to 4 acres a year. Owing to the **fact that every man who saw our trees that was going to set out a pecan grove wanted them**, we began increasing the size of our nursery very fast. In 1920 we planted 10 acres, in 1921, 20 acres and will plant 20 acres in 1922, making 64 acres in our pecan nursery. We have never been able to grow one tree where we could sell five, but we are determined to take care of the people that want first class, well rooted pecan trees. The kind that 90 to 100% will live and grow if given a reasonable chance.

It takes three years to grow and bud pecan trees and get them ready for the market, so if you want our trees for the next two years you had better book your order several months ahead. We want your business and will ask that you give us the names of your friends if they are interested. See price list herein for trees now on hand.

Remember we have one of the largest pecan nurseries in the world, and are growing trees with the best root system grown, which is the life and making of a tree.

The first thing a business man will ask when thinking of making an investment is, what will it pay and is it a safe investment? We think that we can prove to you, beyond a doubt, that money spent in setting out a pecan grove will bring you the largest profits and make the safest investment you can possibly make.

A pecan grove set out in first class condition on land that costs, say \$25 per acre is valued at \$100 per acre the first year. Each year it is estimated that the growth will increase the value \$100 per acre until they are ten years old. This making them worth \$1000 per acre.

Here are a few figures for your consideration which will easily prove to you that an acre of paper shell pecans is worth \$1000 and up if they have had the proper care.

There are a great many capitalists that figure that if they buy a piece of property that pays them \$100 rent, that property is worth \$1000, which would be 10 per cent. You can value an acre of pecans at \$1000, and when it is from 12 to 15 years old it will pay from 25 to 30 per cent on that valuation.

Mrs. T. D. Ramsey, of Albany, Georgia, has an 80-acre pecan grove, which she has been offered \$80,000 for at 12 years old, but she refused to sell it and gave for her reason that there was nothing she could invest in that would bring her such an income and at the same time be so safe for her children as the pecan grove. (A wise decision.)

Col. C. A. Duzee, former President of the National Nut Growers' Association, said: "My own best trees are eight years old now and they have returned me more money than the cost of the trees, land, cultivation, fertilizing and interest on the investment." He says he values his grove at ten times what it cost.

Mr. C. M. Barnwell, of Baconton, Georgia, sold his young grove for \$200,000. He cannot give up the pecan business so he has begun another grove of 400 trees.

Mr. I. P. Delmas, Pascogoula, Miss., has an 18-acre grove which contains 325 trees of four varieties, and when this grove was only nine years old he gathered 9750 pounds of pecans from it. He sold these nuts at 75c, 60c and 40c per pound. Say he averaged 50c per pound, the crop for the year paid him \$4,875, or \$270 per acre and \$15 per tree. This 18-acre grove would pay 10 per cent on \$48,750.00 and each acre would pay 10 per cent on \$2,700 and each tree would pay 10 per cent on \$150. As stated before, this grove was only nine years old. You might say just beginning to bear. At 12 and 15 years their yield will be much greater than the above crop, and will continue to increase yield every year as long as they live, and there are lots of pecan trees that are known to be over a hundred years old and are still bearing heavy crops. Think and see if you can recall seeing many large pecan trees dead. Now the above grove has had good attention but no better than we can give it if we will. Let's make a conservative estimate and cut the above figures one-half and figure on 20 tree per acre at \$7.50 per tree; one acre would bring \$150 which would be 10 per cent on \$1,500. Remember we are figuring on young trees, but wouldn't they be worth \$1,000 per acre if they never increased any more? A pecan grove will continually increase in value as the trees grow older.

An article appeared in Home and State of Dallas, said every home in the pecan district should have at least 25 to 30 good pecan trees set out around the yard, barnyard, cow lot, hog pen and fence corners. All these are fine if the trees are cultivated and started to growing nicely. In many cases pecan trees bear from 200 to 600 pounds of pecans per tree and are readily sold at from 40c to 60c per pound. Twenty-five to thirty trees producing one-half of the above crop and selling at one-fourth the above price, would add some \$750 to \$900 to the income from the farm.

Mr. John A. Lott, of Waycross, Georgia, has a four-acre seedling grove which produced 5,000 pounds pecans one year which were sold at \$1,275, which was \$318.75 per acre, or would have been 10 per cent on \$3,187.50.

Are not these trees worth \$1000 per acre?

The Department of Agriculture in Bulletin No. 2, says that a man can plant a pecan grove and cultivate the land in other crops as he has been doing and at the same time be developing his pecan grove that will be worth from \$1,000 to \$2,000 per acre.

SUITABLE SOIL FOR PECANS.

Pecan trees will come nearer growing everywhere a tree will grow than any other tree we have. Land where you can find water from 10 to 35 feet deep will, as a rule, do fin. It has been thought that pecans must be set on bottom land, and it is good, but people are planting more pecans on up land

and cut over pine land than any other kind these days and are getting just as good results as on bottom land. If you want a pecan grove and have land that grows other kind of trees you can grow pecan trees if you will put them out and care for them.

THE COST OF A PECAN GROVE IS SMALL

There should only be 15 to 20 trees planted to the acre, and 100 trees will set out from 5 to 7 acres. LOOK AT OUR PRICE LIST and figure for yourself.

Start your pecan grove NOW, because you can never have it UNLESS YOU START IT.

A PECAN GROVE IS MUCH BETTER TO HAVE THAN LIFE INSURANCE.

It is better to set out a 10-acre pecan grove than it is to take out a \$10,000 life insurance policy of any form. You must die for your loved ones to get the money and in most cases insurance money does not last long.

If you will set out a pecan grove you will have the pleasure of watching it grow until it reaches the bearing age and then it will abundantly provide for you and your family. Remember you won't have to die to collect but you can enjoy the many pleasures that a pecan grove will make it possible for you to enjoy with your family.

If you own your land you can set out four acres in pecans each year for the same money that the average man will pay on a \$2,000 twenty-year pay policy. At the end of twenty years your policy will have a cash value of about \$1,400. If you will set out four acres of pecans with the money you will pay as a premium each year for twenty years you will have an 80-acre grove from one to twenty years old. A grove like that would be worth an average of \$1,000 per acre or \$80,000, while your policy would only be worth about \$1,400. Won't it pay you to investigate this?

WHAT A FEW OF OUR CUSTOMERS SAY.

Write Them If You Like.

Chas. L. Edwards, Station A., Dallas, Texas, (Pecan Specialist): "Your pecan trees have the best root system I ever saw. Would rather have them at your prices than most pecan trees as a free gift.

Rev. J. B. Turrentine, Texarkana, Texas: "Every one of the pecan trees bought from you last season have lived and made a fine growth. Will want your prices on more this fall."

E. B. Alford, of Mayfield-Alford Co., of Henderson, Texas, also Ex-President of East Texas Chamber of Commerce, Tyler, Texas: "I have bought several lots of pecan trees from Texas Pecan Nursery, and it affords me great pleasure to say I have had excellent success with them, not losing over 2 per cent. I attribute this success to the excellent root system they are growing and to the special care they are giving to digging and packing trees."

Hec. A. McEachin, Editor of Democrat, Weatherford, Texas: "I desire to congratulate you on your pecan root system. The five twelve ft. trees purchased from you early in the spring reached me in splendid condition, and

with a lateral root system that would have done credit to any apple nursery in the world. All of these trees lived and made a growth of at least three feet. Out of an investment of approximately \$100 in pecan trees from other nurseries extending over several years, the five purchased from you are all I have succeeded in growing."

T. E. Roberts, Gilmer, Texas: "I bought 410 pecan trees from you last year and only lost five. Have seen pecan trees grown by several nurseries but their trees won't begin to compare with yours. You have the BEST ROOT SYSTEM I have ever seen."

Temple, Texas, April 15, 1920.

Texas Pecan Nursery, Arp, Texas.

Dear Sirs:—I am glad to say that in my experiences and purchases of pecan trees from the Texas Pecan Nursery they have the best root system with their pecan trees I have ever seen. I have had signal success in planting and growing them.

I have always found you to be prompt in making shipments of such trees as I have ordered, and they have reached me in most excellent condition.

I believe that in planting pecan trees one of the most essential things is to get a splendid root system, and to buy the nursery trees that are budded and grafted in the nursery, and buy them from a dependable nursery. If you can use this to any advantage you are at liberty to do so.

Yours truly, P. L. DOWNS.

Mr. Downs is Active Vice-President of the First National Bank, Temple, Tex., and Ex-Chairman of the Agricultural Committee of the Texas Bankers Association, and President of the Texas Agricultural Experiment Stations.

REFERENCES:

R. G. Dun & Co.

Arp Guaranty State Bank, Arp, Texas.

First National Bank, Troup, Texas.

J. B. Mayfield, Tyler, Texas, Pres. Mayfield Gro. Co.

Henry Acker, Agricultural Supervisor, East Texas, Whitehouse, Texas.

East Texas Chamber of Commerce, Tyler, Texas.



TWELVE REASONS WHY YOU SHOULD BUY OUR PECAN TREES

1st. We guarantee that our pecan trees have the BEST LATERAL ROOT SYSTEM that is grown in the United States and a good root system is the life and making of pecan trees; so do not fail to start with the BEST trees that can be bought.

2nd. Special seed nuts are selected in order to help produce our wonderful root system, as well as hardy, tough nursery stock.

3rd. Much care is used in selecting soil in which to grow our trees, which helps produce excellent roots.

4th. We give SPECIAL ATTENTION to the cultivation of our trees, which is very important in the pecan nursery.

5th. Our trees are all dug with spades, and in no case with tree diggers, in order to preserve their splendid roots. Of course this costs a great deal more, but we spare no expense if it helps to give you a better tree.

6th. As a rule, our trees are dug FRESH the same day they are shipped which is an advantage over trees which have been healed out from 30 to 60, or even 90 days, which is often the case when you buy from fruit tree agents, or from nurseries who do not grow their trees, but buy pecan trees from wholesale nurseries located east of the Mississippi River, or in the coast country. Pecan trees grown in that section have developed very sorry root systems, because it is the nature of a pecan tree to have just a long tap root with no laterals. They are very tender, fast growing trees, on account of having a long growing season and plenty of moisture; but when these trees are shipped west of the Mississippi River, where we have long, dry, hot summers and hard freezes in the winter, most of them will die, and those that do not die will make runty trees. Why not buy trees that are acclimated to your section?

7th. Pecan trees grown in East Texas are not sappy, tender trees, but have been toughened by the many changes of weather that we have here, such as long, dry, hot summers and the freezing winters that we often have. You know Texas is noted for its CHANGEABLE WEATHER, so you can see that these conditions make our trees tougher and harder and easier to live and grow off into thrifty trees, than trees grown under more favorable weather conditions all the way through.

8th. East Texas grown Pecan Trees are BETTER for you, TEN TIMES.

9th. Our customers get from 90 to 100 per cent of our trees to live and grow. Have you been getting such results from OTHER PECAN TREES?

10th. Special care is taken in packing our trees for shipment. They are packed well in sawdust and hay, covered with burlap, after which they are dipped in water. All of this insures their reaching you in good condition. No danger of roots being dried out.

11th. ABSOLUTELY NO AGENTS. Order your trees direct from us and save the 50 to 100 per cent that the agents make. They sell you trees that have the long tap root, with no lateral roots, and charge you \$2.00 for this kind of tree, where we will sell you the same size tree with four times the roots, for \$1.00. Can you always depend on what some agents tell you? In case your trees are not what they should be after a year or so, whom can you go to? Where is your agent, and can you get him to make them good?

12th. Every effort is put forth to please our customers and to give them the BEST PECAN TREES grown.

A COMPARISON OF OUR TREES WITH OTHER NURSERIES' TREES.

We grow the best rooted budded pecan trees grown in the South, as shown in picture on left side. A good root system is the life and making of a pecan tree. DON'T BUY ANYTHING ELSE. 90 to 100 per cent of our trees live and grow off nicely.

We plant a certain kind of seed nuts that are especially fine for producing the best rooted trees that are grown.

Our soil here is also especially adapted to producing this excellent rooted pecan tree. A tree with good roots, like ours, can reach out in all directions and draw MOISTURE and PLANT FOOD with every root.

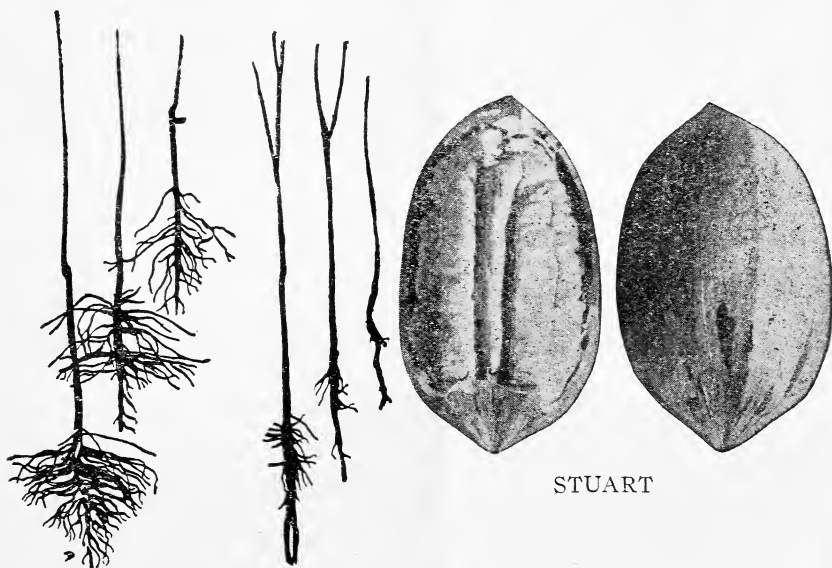
A well rooted tree will not only live better and grow better, but these roots will cause it to bear earlier and produce more nuts. A well rooted pecan tree should be twice as large in five years time as a poorly rooted tree like one shown on right side of picture.

The kind of tree you buy is your foundation. Buy the best.

Ninety per cent of the Nurseries grow pecan trees like the one on the right side of picture, which can not draw any moisture or plant food except from the soil which comes in contact with this one tap root and in some cases a very few lateral roots.

A tree with practically no lateral roots, in most cases, can not live, and the ones that do live can not make a satisfactory growth, as they can not draw a sufficient amount of moisture and plant food.

DON'T FAIL TO SET OUT THE RIGHT KIND OF TREES as your future success depends on the kind you set out.



The Root System
We Grow

The Kind of Roots
Others Grow

SET OUT PECAN TREES FOR SHADE TREES.

We find that in many places the people in the cities, towns and on the farms are putting out pecans for shade trees. This is a very wise idea, because there isn't any tree that makes a prettier shade tree than a pecan. It grows to be very large and has a most beautiful shape. Besides its beauty a few of these will add much in the way of food and cash. Why plant trees that will never be of any service except for shade? One good pecan tree will often pay from \$25.00 to \$50.00 per year.

VARIETIES

We grow five different varieties which we consider the best that can be had. They are the Stuart, Schley, Delmas, Success, Money Maker and Halbert. We consider the first four as excellent varieties, and you will find most groves are composed mostly of these. Our stock runs heavier in Stuart and Schley. All pecans are better suited to some localities than others, so if you are not posted send your order and we will give you the best trees for your section.

PRICES ON OUR PECAN TREES

Our prices are not on "runty" stock but on good thrifty trees that will with the root system they have, give excellent satisfaction and are as low as you can expect to get first class trees for. It costs more to grow large, thrifty trees than it does to grow shabby ones.

If you are going to buy pecan trees be sure to buy good ones. This is the first step to success in planting trees.

PRICES F. O. B. ARP, TEXAS

TREES	Price per tree Lots of 1 to 25	Price per tree Lots of 25 and up	Price per tree Lots of 100 and up	Price per tree Lots of 1000 and up
* 1 to 2 feet	\$.85	\$.80	\$.75	\$.70
2 to 3 feet	.95	.90	.85	.80
3 to 4 feet	1.25	1.20	1.10	1.00
4 to 5 feet	1.50	1.40	1.35	1.30
5 to 6 feet	2.25	2.00	1.75	1.70
6 to 7 feet	3.00	2.75	2.59	
* 7 to 8 feet	3.75	3.25	3.00	
8 to 9 feet	5.00	4.75	4.50	
9 feet up	6.00	5.50	5.00	

* Signifies these sizes sold out.

You see we only have a few of three sizes left for the 1921 season, and if you wish to be sure and get trees for Fall 1922, place your order now.

If you are interested in pecan growing write us and we will send you one of our 32-page booklets on "HOW TO GROW PAPER SHELL PECANS."

Send the names of your friends, if they are interested.

THE BEST IS THE CHEAPEST

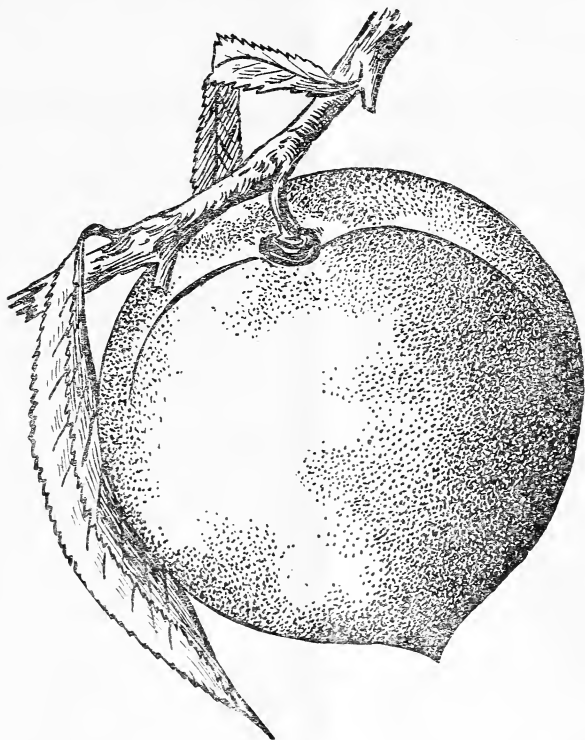
We grow nothing but pecans, we study nothing but pecans—why shouldn't we grow the BEST pecan trees that are grown? Of course you can buy trees like shown on right side of picture on front page for less money than we can sell ours for but what are you getting? Ours are the cheaper at twice their price. Let quality be first when you set your grove.

Yours very truly,

Texas Pecan Nursery, Arp, Tex.

Fair's Peach Nursery

Arp, Texas



HOW, AND WHY, WE GROW THOROUGHbred PEACH TREES.

We have found that it is just as important to set out thoroughbred peach trees in your young orchards as it is for the farmer to plant good seed, or for the stockman to have the best thoroughbred stock, so we are selecting our buds from the best parent trees that can be found. We do not plant the poorly developed home grown peach seed in our nursery, which are most likely to be diseased if seeds carry disease germs. All the seed that we plant are grown in the mountains of some of the Eastern States, which are grown on wild seedling trees, where no diseases have been found. These seed naturally develop a good root system and when planted in our excellent nursery soil we get the finest root system on our trees that can be found.

These strong, vigorous, seedlings will be budded with buds that have been carefully selected from the very best bearing trees that could be found in this section. These trees are heavy bearers (some producing as much as fifteen

bushels of splendid peaches in one season,) good size, and well colored, with a delicious flavor. **Hadn't you rather have one of these trees than two of the common trees.?**

Remember, these thoroughbred trees can be bought direct from us for much less money than you will pay the **agent for just common trees.** An orchard set with the right kind of trees will be worth much more than the one where no special care is used in selecting the right kind of trees. There are very few nurserymen that select their buds but use them as they come to them, just so it's of the variety they want.

NOW IS THE TIME TO SET OUT A PEACH ORCHARD

There has never been a better time to set out a peach orchard than now, because 90 per cent of the old orchards have died out from the want of care and attention.

At one time there were thousands and thousands of acres of peach trees set out in East Texas ranging in size from five to four thousand acres. These large orchards produced a few good crops, but on account of poor management most of them soon lost money and let their orchards die out, so these large commercial orchards are out of the way in East Texas and now everything points to success for the small, well cared for orchard.

WHO WILL SET OUT PEACH ORCHARDS?

There are three classes of men. One class will not set out an orchard because he knows he will not give it the proper attention, another class will set out a nice orchard and give it good care for two or three years and will then neglect it and let it die for the lack of proper care, but the third class or **successful man** will set out an orchard and give it good care and attention and will make a big lot of money out of the business. **Which will you be?**

THERE ARE FIVE THINGS NECESSARY TO MAKE A SUCCESS IN GROWING PEACHES.

Selection of the proper soil, buying good, thrifty, well rooted, true to name trees, cultivate and fertilize them well. Spray as often as necessary. Ship nothing but first class fruit. **You will make good money out of an orchard if you will do these five things.**

This nursery is owned by the same people that own Texas Pecan Nursery, and you can count on the same honest treatment that they have always given their customers. ;

This peach nursery is one of the largest in the state and will take care of your order whether it be large or small and have the leading varieties as listed below:

VICTOR—Is one of the earliest peaches and ripens the middle of May.

FAIR'S BEAUTY—(See Special Price.) This is the first large yellow peach which ripens from June 5 to 10th. This peach will make you money.

EARLY WHEELER—This is a large white peach with red cheeks that ripens about June 5th to 10th.

SLAPPY—This is a good size, yellow, freestone peach, that ripens from June 18th to 25th.

ELBERTA—This is the greatest commercial peach grown. Ripens from July 5th to 10th. 70 per cent of our trees are of this variety.

AUGBERTA—Ripens about August 10th to 20th and is very much like the Elberta in looks, but is a better flavored peach. It always sells for a good price. Freestone.

MIXON CLING—Ripens about August 1st. This is a large white cling with a red cheek. Very fine for making sweet pickles or for preserving.

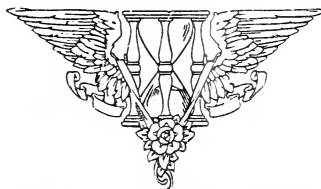
STINSON OCTOBER—Ripens about October 1st to 10th. White with red cheek. One of the best all-round late peaches.

SPECIAL PRICES ON FAIR'S BEAUTY PEACH—This is a new semi-cling, yellow peach which has a beautiful red cheek and ripens about June 5th to 10th. It has a better flavor and is a better looking peach than the Elberta; also gets ripe from 20 to 30 days earlier. This is the first yellow peach that gets ripe that will stand shipping. Prices F. O. B. Arp, Texas: 100 or less, 1 to 2 ft., 40c each; 2 to 3 ft., 50c each; 3 to 4 ft., 60c each; 4 to 5 ft., 75c each; 5 to 6 ft., \$1.00 each.

Prices on all Peach Trees (Except Fair's Beauty) f. o. b. Arp, Texas.

TREES	Prices Per Tree in Lots of 1 to 25	Prices Per Tree in Lots of 25 to 100	Prices Per Tree in Lots of 100 to 1000	Prices Per Tree in Lots of 1000 and
12 to 18 inches	\$.17½	\$.15	\$.10	\$.08
18 to 24 inches	.20	.17½	.12½	.10
2 to 3 feet	.25	.20	.15	.12½
3 to 4 feet	.30	.25	.20	.17½
4 to 5 feet	.50	.30	.27½	.25
5 to 6 feet	\$1.00	.75		

Book your order today, payable 10% November 1st, and balance when trees are shipped, or January 1st, if shipped later.



BYRNE PUBLISHING CO. TYLER TEXAS

Remember We Do a Mail Order Business Only

AND SAVE THE AGENT'S COMMISSION. WHY SUPPORT
THE MIDDLE MAN?



This Nursery is owned by the same people that own Texas Pecan Nursery, and you can count on the same honest treatment that they have always given their customers.

OUR PRICES ARE VERY REASONABLE AND OUR TREES
ARE FIRST CLASS IN EVERY RESPECT, WELL ROOTED,
FREE FROM DISEASE AND TRUE TO NAME.

FAIR'S PEACH NURSERY

ARP, TEXAS

R. W. Fair,

Owners

W. V. Henson